

## Message Text

UNCLASSIFIED

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13

ACTION OPIC-12

INFO OCT-01 EA-11 ISO-00 EB-11 AID-20 IGA-02 L-03 /060 W

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P 260910Z JUL 74

FM AMEMBASSY JAKARTA

TO SECSTATE WASHDC PRIORITY 3566

UNCLAS JAKARTA 9253

PASS TO OPIC FOR LEO NIELSON AND CHARLES LIPMAN

E.O. 11652: N/A

TAGS: EFIN, ID

SUBJECT: P T UNITED COCONUT

1. A REPRESENTATIVE FROM MR ARNOLD BARAMULI'S OFFICE APPEARED AT USAID AT 2:45 TODAY, FRIDAY, JULY 26 TO INFORM US THAT A SHAREHOLDERS MEETING OF P T UNITED COCONUT WOULD BE HELD TOMORROW AT THE POLEKO OFFICE. HE INDICATED THAT THE MEETING HAD BEEN REGULARLY NOTICED FOR MONDAY, JULY 22, BUT HAD BEEN POSTPONED ON MONDAY BECAUSE MR JORDAN FAILED TO APPEAR. HE SAID PURPOSE OF JULY 27 MEETING WOULD BE TO ACT ON SUSPENSION OF JORDAN AND TO CONSIDER MARKETING AGREEMENT. HE ASKED IF WE WOULD BE ATTENDING.

2. MISSION INFORMED BARAMULI REP THAT WE HAD NEVER BEEN INFORMED OF THE SCHEDULED JULY 22 MEETING AND HAD RECEIVED NO REQUEST FROM OPIC TO ATTEND AND SO WOULD NOT BE ATTENDING THE RESCHEDULED JULY 27 MEETING.

3. BARAMULI REP ALSO DELIVERED LETTER SIGNED BY BARAMULI AS ACTING PRESIDENT DIRECTOR, ADDRESSED TO LEGAL ADVISOR CLARK, AS FOLLOWS:

"WE SHOULD LIKE TO INFORM YOU THAT AT THE REQUEST OF MR JOSEPH JORDAN AN INFORMAL MEETING WAS HELD LAST WEEK ON JULY 16TH TO DISCUSS THE MARKETING AGREEMENT.

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ON THAT SAME DAY WE RECEIVED A LETTER FROM MR HANAFIAH S H, MR JORDAN'S LAWYER, SUBMITTING FOR APPROVAL THE AMENDMENTS OF MARKETING AGREEMENT AS A SRESULT OF NEGOTIATIONS BETWEEN UCC AND OPIC IN USA, AS MR JORDAN EXPLAINED TO THE MEETING.

TO OUR REGRET WE CANNOT APPROVE WITH THE NEW PROPOSAL OF AMENDMENTS, MENTIONING 10 PERCENT COMMISSION FOR MR JORDAN. ACCORDING TO PEPPER EXPORTERS USING THE INTERMEDIANCE OF USA BROKERS THEY USUALLY GIVE A COMMISSION OF 1/2 TO 1 PERCENT ONLY. SO IF WE AGREE TO A COMMISSION OF 10 PERCENT IT MEANS A DECREASE OF THE TOTAL AMOUNT OF FOREIGN EXCHANGE FOR THE GOVERNMENT OF INDONESIA.

WE HAVE GIVEN PROXY TO MR ROBERT HERITIER TO NEGOTIATE WITH UCC IN USA, BUT THERE IS NO FINALISATION YET. WE DISCUSSED THE MATTER WITH MR JORDAN AND IN ORDER TO HAVE TIME TO STUDY THE NEW DRAFT, WE PLANNED A SECOND MEETING ON MONDAY JULY 22ND BUT MOST TO OUR DISAPPOINTMENT MR JORDAN FAILED TO COME. SO WITH THE URGENT SITUATION OF OUR PRODUCT (STOCK JUNE/JULY) WE HAVE TO FIND A WAY OUT PENDING FINALIZATION OF MARKETING AGREEMENT, AND ACCORDING TO THE DECISION OF THE BOARD OF DIRECTORS MEETING OF JUNE 24TH AND SUPPORTING CABLES FROM MR JOHN B FORD III PERSONALLY AND MR HERITIER ON BEHALF OF GENTREX AND OPIC, WE HAVE BEEN PREPARING TO SELL THE PRODUCT TO OTHERS." END QUOTE.

4. COPY OF LETTER BEING POUCHED TO YOU.  
NEWSOM

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** FOREIGN INVESTMENT, LITIGATION, COCONUTS, LOAN AGREEMENTS, INVESTORS, MEETINGS, REMOVAL FROM OFFICE  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 26 JUL 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1974JAKART09253  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D740203-0141  
**From:** JAKARTA  
**Handling Restrictions:** n/a  
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**Line Count:** 93  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION OPIC  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** martinjw  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 02 OCT 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <02 OCT 2002 by ThomasVJ>; APPROVED <21 JAN 2003 by martinjw>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** P T UNITED COCONUT  
**TAGS:** EFIN, ID, US, OPIC, P T UNITED COCONUT, (JORDAN, JOSEPH)  
**To:** STATE  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005